

Sales Order

Station: **WIBC-FM** Agency: **JAMESTOWN ASSOCIATES**
 Contract Name: **TH4C / T.Holl / Congress WIBC-01** Address: **5 MAPLETON ROAD**
 Contract#: **69444** SUITE 300
 Start Date: **10/25/16** End Date: **11/08/16** City: **PRINCETON** State: **NJ** Zip: **08540**
 Revenue Type: **NATIONAL POLITICAL** Type: **Cash** Buyer:
 Advertiser: **HOLLINGSWORTH/REP/CONGRESS (A)** Tax Schedule: **(None)**
 Address: Agency Commission %: **15**
 City: State: Zip: Billing Cycle: **Standard**
 Product Name: **Trey Hollingsworth/CONGRE** Salesperson: **EASTMANPHILADEL** Comm %: **8.50**
 Estimate #: **n/a** Makegood Policy: **WITHIN CONTRACT DATES**
 Agency Client Code: **TH4C**
 Competitive Code: **PO-POLITICAL CANDIDATES**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION								RATE	TOTALS		PTY	
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk		D/W	SPOTS		\$\$
1	10/25/16	10/28/16		6:00 AM	10:00 AM	60		X	X	X	X			10	W	300.00	10	3,000.00	3
2	10/25/16	10/28/16		10:00 AM	3:00 PM	60		X	X	X	X			10	W	250.00	10	2,500.00	3
3	10/25/16	10/28/16		3:00 PM	7:00 PM	60		X	X	X	X			10	W	250.00	10	2,500.00	3
4	11/07/16	11/07/16		6:00 AM	10:00 AM	60	2							2	D	300.00	2	600.00	2
5	11/07/16	11/07/16		10:00 AM	3:00 PM	60	2							2	D	250.00	2	500.00	2
6	11/07/16	11/07/16		3:00 PM	7:00 PM	60	2							2	D	250.00	2	500.00	2
7	11/08/16	11/08/16		6:00 AM	10:00 AM	60		2						2	D	300.00	2	600.00	2
8	10/31/16	11/04/16		6:00 AM	10:00 AM	60	X	X	X	X	X			10	W	300.00	10	3,000.00	
9	10/31/16	11/04/16		10:00 AM	3:00 PM	60	X	X	X	X	X			10	W	250.00	10	2,500.00	
10	10/31/16	11/04/16		3:00 PM	7:00 PM	60	X	X	X	X	X			10	W	250.00	10	2,500.00	

Billing Projections: By Month

	Oct 16	Nov 16
CA	9,600.00	8,600.00
ST	8,000.00	10,200.00

☒ Print Spot Prices

Notes to Traffic: 10/21 moved start to 10/25 changed line

1-3 and added line 8-10 no changed in dollars dw

TOTAL SPOTS 68

GROSS TOTAL \$ 18,200.00

ADJUSTED SPOTS 68

ADJUSTED TOTAL \$ 18,200.00

<input checked="" type="checkbox"/>	# of Spots
<input checked="" type="checkbox"/>	Total Dollars
<input checked="" type="checkbox"/>	Dayparts/Days
<input checked="" type="checkbox"/>	Agency Direct
<input checked="" type="checkbox"/>	Address
<input checked="" type="checkbox"/>	Cash or Trade
<input checked="" type="checkbox"/>	Station
<input checked="" type="checkbox"/>	Spot Length
<input checked="" type="checkbox"/>	Rates

APPROVE DECLINE

<input type="radio"/>	<input type="radio"/>	General Manager
<input type="radio"/>	<input type="radio"/>	Sales Manager
<input type="radio"/>	<input type="radio"/>	National Sales Manager
<input type="radio"/>	<input type="radio"/>	Local Sales Manager

10/25/16

REVISED

Oct 21, 16
CONT# 30180586 Mod# 1 Ver# 3 (Last = Orig CF)
REP EASTMAN
TO WIBC-FM (Indianapolis IN)
FM LINDSAY COOPER
OFF PHILADELPHIA
AGY JAMESTOWN ASSOCIATES
ADDR 116 CRAIG RD
MANALAPAN, NJ 07726

DDS CONT# 0
C/P/E: TH4C / TH4C / n/a

SALESPERSON FAX#

PH #

BYR LAURA LANCASTER
ADV TREY HOLLINGSWORTH FOR CONGRESS
PDT Trey Hollingsworth for Congress
FLT Oct 24, 16 - Nov 08, 16

* REP ORDER COMMENT *

**** 10/21/2016 10:38:00 AM: THIS IS A REVISED ORDER. DO NOT DOUBLE BOOK. PLEASE CONFIRM WITH AMY.ERCOLE@KATZRADIOGROUP.COM OR CALL 215-557-4230. THANK YOU!**

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF WKS	NPW	RATE	TOT SPTS
		<u>FLIGHT 1</u>							
CHG	1.1	.TWTF..	6A - 10A	60	10/25/2016 - 10/28/2016	1W	10	\$300.00	10
CHG	1.2	.TWTF..	10A - 3P	60	10/25/2016 - 10/28/2016	1W	10	\$250.00	10
CHG	1.3	.TWTF..	3P - 7P	60	10/25/2016 - 10/28/2016	1W	10	\$250.00	10
		** WEEKLY FLIGHT TOTALS **					30	\$8,000.00	
		<u>FLIGHT 2</u>							
CHG	2.1	.TWTF..	6A - 10A	60	11/1/2016 - 11/4/2016	1W	0	\$300.00	0
CHG	2.2	.TWTF..	10A - 3P	60	11/1/2016 - 11/4/2016	1W	0	\$250.00	0
CHG	2.3	.TWTF..	3P - 7P	60	11/1/2016 - 11/4/2016	1W	0	\$250.00	0
ADD	2.4	MTWTF..	6A - 10A	60	10/31/2016 - 11/4/2016	1W	10	\$300.00	10
ADD	2.5	MTWTF..	10A - 3P	60	10/31/2016 - 11/4/2016	1W	10	\$250.00	10
ADD	2.6	MTWTF..	3P - 7P	60	10/31/2016 - 11/4/2016	1W	10	\$250.00	10
		** WEEKLY FLIGHT TOTALS **					30	\$8,000.00	
		<u>FLIGHT 3</u>							
	3.1	M.....	6A - 10A	60	11/7/2016 - 11/7/2016	1W	2	\$300.00	2
	3.2	M.....	10A - 3P	60	11/7/2016 - 11/7/2016	1W	2	\$250.00	2
	3.3	M.....	3P - 7P	60	11/7/2016 - 11/7/2016	1W	2	\$250.00	2
	3.4	.T.....	6A - 10A	60	11/8/2016 - 11/8/2016	1W	2	\$300.00	2
		** WEEKLY FLIGHT TOTALS **					8	\$2,200.00	

Sales Order

Station: **WIBC-FM** Contract#: **0** Agency: **JAMESTOWN ASSOCIATES**
 Contract Name: **TH4C / T.Holl / Congress WIBC** Address: **5 MAPLETON ROAD**
 Proposal#: **1194D631-490B-4250-8529-A3BFF7976DC8** **SUITE 300**
 City: **PRINCETON** State: **NJ** Zip: **08540**
 Start Date: **10/24/16** End Date: **11/08/16** Buyer:
 Revenue Type: **NATIONAL POLITICAL** Type: **Cash** Tax Schedule: **(None)**
 Advertiser: **HOLLINGSWORTH/REP/CONGRESS (A)** Agency Commission %: **15**
 Address: Billing Cycle: **Standard**
 City: State: Zip: Salesperson: **EASTMANPHILADEL** Comm %: **8.50**
 Product Name: **Trey Hollingsworth/CONGRESS/REP** Makegood Policy: **WITHIN CONTRACT DATES**
 Estimate #: **n/a**
 Agency Client Code: **TH4C**
 Competitive Code: **PO-POLITICAL CANDIDATES**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION										RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	D/W	SPOTS		\$		
1	10/24/16	11/04/16		6:00 AM	10:00 AM	60	X	X	X	X	X			10	W	300.00	20	6,000.00		
2	10/24/16	11/04/16		10:00 AM	3:00 PM	60	X	X	X	X	X			10	W	250.00	20	5,000.00		
3	10/24/16	11/04/16		3:00 PM	7:00 PM	60	X	X	X	X	X			10	W	250.00	20	5,000.00		
4	11/07/16	11/07/16		6:00 AM	10:00 AM	60	2							2	D	300.00	2	600.00		
5	11/07/16	11/07/16		10:00 AM	3:00 PM	60	2							2	D	250.00	2	500.00		
6	11/07/16	11/07/16		3:00 PM	7:00 PM	60	2							2	D	250.00	2	500.00		
7	11/08/16	11/08/16		6:00 AM	10:00 AM	60		2						2	D	300.00	2	600.00		

Billing Projections: By Month

	Oct 16	Nov 16
CA	9,600.00	8,600.00
ST	8,000.00	10,200.00

☒ Print Spot Prices

TOTAL SPOTS	68
GROSS TOTAL \$	18,200.00
ADJUSTED SPOTS	68
ADJUSTED TOTAL \$	18,200.00

APPROVE DECLINE

<input type="radio"/>	<input type="radio"/>	General Manager
<input type="radio"/>	<input type="radio"/>	Sales Manager
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<input type="radio"/>	<input type="radio"/>	Local Sales Manager

Oct 18, 16
 CONT# 30180586 Mod# Ver# 1 (Last =)
 REP EASTMAN
 TO WIBC-FM (Indianapolis IN)
 FM LINDSAY COOPER
 OFF PHILADELPHIA
 AGY JAMESTOWN ASSOCIATES
 ADDR 116 CRAIG RD
 MANALAPAN, NJ 07726

DDS CONT# 0
 C/P/E: TH4C / TH4C / n/a

SALESPERSON FAX#

PH #

BYR LAURA LANCASTER
 ADV TREY HOLLINGSWORTH FOR CONGRESS
 PDT Trey Hollingsworth for Congress
 FLT Oct 24, 16 - Nov 08, 16

* REP ORDER COMMENT *

** 10/18/2016 3:28:00 PM: THIS IS A NEW ISSUE/POLITICAL ORDER. PLEASE NOTE THERE IS A 24 HOUR
 CANCELLATION POLICY ON ALL ISSUE/POLITICAL ORDERS. PLEASE CONFIRM WITH
 AMY.ERCOLE@KATZRADIOGROUP.COM OR CALL 215-557-4230. THANK YOU!

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF WKS	NPW	RATE	TOT SPTS
		FLIGHT 1							
	1.1	MTWTF..	6A - 10A	60	10/24/2016 - 11/4/2016	2W	10	\$300.00	20
	1.2	MTWTF..	10A - 3P	60	10/24/2016 - 11/4/2016	2W	10	\$250.00	20
	1.3	MTWTF..	3P - 7P	60	10/24/2016 - 11/4/2016	2W	10	\$250.00	20
		** WEEKLY FLIGHT TOTALS **					30	\$16,000.00	
		FLIGHT 2							
	2.1	M.....	6A - 10A	60	11/7/2016 - 11/7/2016	1W	2	\$300.00	2
	2.2	M.....	10A - 3P	60	11/7/2016 - 11/7/2016	1W	2	\$250.00	2
	2.3	M.....	3P - 7P	60	11/7/2016 - 11/7/2016	1W	2	\$250.00	2
	2.4	.T.....	6A - 10A	60	11/8/2016 - 11/8/2016	1W	2	\$300.00	2
		** WEEKLY FLIGHT TOTALS **					8	\$2,200.00	

	Oct 16	Nov 16				
SPOTS	30	38				
CASH	8000.00	10200.00				
TRADE	0.00	0.00				
NSL	0.00	0.00				
TOTAL	8000.00	10200.00				

						TOTAL
SPOTS						68
CASH						18,200.00
TRADE						0.00
NSL						0.00
TOTAL						18,200.00

Oct 18, 16
CONT# 30180586 Mod# Ver# 1 (Last =)
REP EASTMAN

DDS CONT# 0
C/P/E: TH4C / TH4C / n/a

**** Competitive Comments ****

SVC:

Demo Adults 35+

Nondiscrimination -Paragraphs 49 and 50 of the United States Federal Communications Commission's Report and Order No. 07-217 provides that broadcast stations' advertising contracts will not discriminate on the basis of race or ethnicity, and must contain nondiscrimination clauses. Consistent with this order, Katz Communications, Inc. (including any subsidiary or division of Katz) does not discriminate in any broadcast advertising contract on the basis of race or ethnicity and evaluates, negotiates and completes its broadcast advertising contracts without regard to race or ethnicity.

AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

☒ **FEDERAL CANDIDATE**☐ **STATE/LOCAL CANDIDATE**

To Avail Themselves Of The Lowest Unit Charge During A Political Window, Federal Candidates Must Sign The Certification On Page 3

Station and Location:	Date: 8.30.16
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I, Laura Lancasterbeing/on behalf of: Trey Hollingswortha legally qualified candidate of the Republicanpolitical party for the office of: IN CD 09in the Generalelection to be held on: November 8, 2016

do hereby request station time as follows:

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks

Attach proposed schedule with charges (if available): SEE ORDER

I represent that the payment for the above described broadcast time has been furnished by:

Trey for Congress, PO Box 421, Jefferson IN 47130

and you are authorized to announce the time as paid for by such person or entity. I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

David Satterfield

This station has disclosed to me its political advertising policies, including: applicable classes and rates, and discount, promotional and other sales practices (not applicable to federal candidates).

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

To Be Signed By Candidate or Authorized Committee

8.30.16

Date

Laura Lancaster

Signature

To Be Signed By Station Representative

☐ Accepted

☐ Accepted in Part

☐ Rejected

Signature

Printed Name

Title

NAB Form PB-18 Candidates

FEDERAL CANDIDATE CERTIFICATION

In Order For Federal Candidates To Receive The Lowest Unit Charge During A Political Window, The Following Certification Is Required:

I, Laura Lancaster

(name of federal candidate or authorized committee) hereby certify that the programming to be broadcast (in whole or in part) pursuant to this agreement:

☐ **does**☒ **does not**

refer to an opposing candidate (check applicable box). I further certify that for the programming that does refer to an opposing candidate:

(check applicable box)

☐ the radio programming contains a personal audio statement by the candidate that identifies the candidate, the office being sought, and that the candidate has approved the broadcast.

☐ the television programming contains a clearly identifiable photograph or similar image of the candidate for a duration of at least four seconds, and a simultaneously displayed printed statement identifying the candidate, that the candidate approved the broadcast, and that the candidate and/or the candidate's authorized committee paid for the broadcast.

Laura Lancaster

signature of candidate or authorized committee

Laura Lancaster

printed name

8.30.16

date